

**CONTRACT**

**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

And:

**Waterfront Strategies**  
**3050 K Street NW**  
**Suite 100**  
**Washington, DC 20007**

<u>Contract / Revision</u> 119459 /		<u>Alt Order #</u> 08251364
<u>Product</u> <b>SENATE MAJORITY PAC</b>		
<u>Contract Dates</u> <b>09/20/16 - 09/26/16</b>		<u>Estimate #</u> <b>4781</b>
<u>Advertiser</u> <b>ISS/Senate Majority PAC-A</b>		<u>Original Date / Revision</u> 05/19/16 / 08/30/16
<u>Billing Cycle</u> <b>EOM/EOC</b>	<u>Billing Calendar</u> <b>Broadcast</b>	<u>Cash/Trade</u> <b>Cash</b>
<u>Property</u> <b>WHIO-TV</b>	<u>Account Executive</u> Philadelphia CoxRep	<u>Sales Office</u> CoxReps Philad
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agency Code</u> TV14573	<u>Advertiser Code</u> 163	<u>Product 1/2</u> 173
<u>Agency Ref</u> 6686		<u>Advertiser Ref</u> 13916

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
1	WHIO	09/20/16	09/26/16	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				5	\$500.00					
2	WHIO	09/20/16	09/26/16	Stephen Colbert	11:35 PM-12:35 X		:30			P-02		NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				2	\$500.00					
3	WHIO	09/20/16	09/26/16	NewsCenter 7 @ noon	12:00 PM-12:30 P		:30			P-02		NM	5	\$6,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				5	\$1,250.00					
4	WHIO	09/20/16	09/26/16	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02		NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				3	\$700.00					
5	WHIO	09/20/16	09/26/16	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	2	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				2	\$1,750.00					
6	WHIO	09/20/16	09/26/16	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	5	\$9,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				5	\$1,850.00					
7	WHIO	09/20/16	09/26/16	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	5	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				5	\$2,000.00					
8	WHIO	09/20/16	09/26/16	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	3	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				3	\$1,500.00					
9	WHIO	09/20/16	09/26/16	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	2	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				2	\$1,750.00					
10	WHIO	09/20/16	09/26/16	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	4	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				4	\$1,250.00					

(\* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!

**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

<u>Contract / Revision</u> 119459 /		<u>Alt Order #</u> 08251364
<u>Contract Dates</u> 09/20/16 - 09/26/16		<u>Product</u> SENATE MAJORITY PAC
<u>Advertiser</u> ISS/Senate Majority PAC-		<u>Estimate #</u> 4781
		<u>Original Date / Revision</u> 05/19/16 / 08/30/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
11	WHIO	09/20/16	09/26/16	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	5	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTF--				5	\$400.00					
12	WHIO	09/23/16	09/23/16	Friday Prime Hour 2	9:00 PM-10:00 PM		:30			P-02		NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	----1--				1	\$2,750.00					
13	WHIO	09/24/16	09/24/16	Sat Prime Hour 3	10:00 PM-11:00 PM		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1-				1	\$1,000.00					
14	WHIO	09/24/16	09/24/16	Sa-Su Early News	6:00 PM-7:00 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1-				1	\$500.00					
15	WHIO	09/24/16	09/24/16	Sa 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1-				1	\$500.00					
16	WHIO	09/25/16	09/25/16	WHIO Reports			:30			P-02		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1				1	\$350.00					
17	WHIO	09/25/16	09/25/16	CBS Su Morning	9:00 AM-10:30 AM		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1				1	\$1,000.00					
18	WHIO	09/20/16	09/26/16	M-Su 11p News	11:00 PM-11:35 PM		:30			P-02		NM	1	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/20/16	09/26/16	MTWTFSS				1	\$2,250.00					
19	WHIO	09/20/16	09/20/16	Tue Hour1	8:00 PM-9:00 PM		:30			P-02		NM	1	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-1-----				1	\$5,000.00					
20	WHIO	09/20/16	09/20/16	Tue Prime Hour 2	9:00 PM-10:00 PM		:30			P-02		NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	-1-----				1	\$4,500.00					
E 21	WHIO	09/21/16	09/21/16	Wed Prime Hour 3	10:00 PM-11:00 PM		:30			P-02		NM	2	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/19/16	09/25/16	--1----				1	\$2,750.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	1	WHIO	09/19/16-09/25/16	Wed Prime Hour 3	10:00 PM-11:00 PM	---W-----	:30		<del>\$2,750.00</del>			NM		
	See MG 21.2,21.3													
	2	WHIO	09/20/16-09/20/16	NewsCenter 7 6p	6p-630p	-Tu-----	:30		\$2,000.00			NM		
	Ⓜ MG for 21.1 09/21													
	3	WHIO	09/20/16-09/20/16	M-F 9a-3p	12:30 PM-4:00 PM	-Tu-----	:30		\$750.00			NM		
	Ⓜ MG for 21.1 09/21													
Totals								0.00					52	\$70,200.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/29/16 -09/25/16	43	\$59,200.00	(\$8,880.00)	\$50,320.00
09/26/16 -09/26/16	9	\$11,000.00	(\$1,650.00)	\$9,350.00
<b>Totals</b>	<b>52</b>	<b>\$70,200.00</b>	<b>(\$10,530.00)</b>	<b>\$59,670.00</b>

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**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

<u>Contract / Revision</u>	<u>Alt Order #</u>
119459 /	08251364

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/20/16 - 09/26/16	SENATE MAJORITY PAC	4781

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Senate Majority PAC-	05/19/16 / 08/30/16

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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Thank you for your business!

FAX# 610-225-1191  
CREDIT RISK !!!  
HARRIS REPORT FROM REP  
\*\*CHANGES\*\* AUG30/16 09.40  
\*\*\* WHIO-TV \*\*\*

REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_

BUYER NAME DAVID OUTEN

SALES	PRSN	PH-	NICK	WELTJE
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WASHINGTON, DC 20007

	CLASS: NATL.	LOCAL	REGIONAL
1. <i>Chrysomelidae</i>	10	10	10
2. <i>Curculionidae</i>	10	10	10
3. <i>Chrysomelidae</i>	10	10	10
4. <i>Chrysomelidae</i>	10	10	10
5. <i>Chrysomelidae</i>	10	10	10
6. <i>Chrysomelidae</i>	10	10	10
7. <i>Chrysomelidae</i>	10	10	10
8. <i>Chrysomelidae</i>	10	10	10
9. <i>Chrysomelidae</i>	10	10	10
10. <i>Chrysomelidae</i>	10	10	10
11. <i>Chrysomelidae</i>	10	10	10
12. <i>Chrysomelidae</i>	10	10	10
13. <i>Chrysomelidae</i>	10	10	10
14. <i>Chrysomelidae</i>	10	10	10
15. <i>Chrysomelidae</i>	10	10	10
16. <i>Chrysomelidae</i>	10	10	10
17. <i>Chrysomelidae</i>	10	10	10
18. <i>Chrysomelidae</i>	10	10	10
19. <i>Chrysomelidae</i>	10	10	10
20. <i>Chrysomelidae</i>	10	10	10
21. <i>Chrysomelidae</i>	10	10	10
22. <i>Chrysomelidae</i>	10	10	10
23. <i>Chrysomelidae</i>	10	10	10
24. <i>Chrysomelidae</i>	10	10	10
25. <i>Chrysomelidae</i>	10	10	10
26. <i>Chrysomelidae</i>	10	10	10
27. <i>Chrysomelidae</i>	10	10	10
28. <i>Chrysomelidae</i>	10	10	10
29. <i>Chrysomelidae</i>	10	10	10
30. <i>Chrysomelidae</i>	10	10	10
31. <i>Chrysomelidae</i>	10	10	10
32. <i>Chrysomelidae</i>	10	10	10
33. <i>Chrysomelidae</i>	10	10	10
34. <i>Chrysomelidae</i>	10	10	10
35. <i>Chrysomelidae</i>	10	10	10
36. <i>Chrysomelidae</i>	10	10	10
37. <i>Chrysomelidae</i>	10	10	10
38. <i>Chrysomelidae</i>	10	10	10
39. <i>Chrysomelidae</i>	10	10	10
40. <i>Chrysomelidae</i>	10	10	10
41. <i>Chrysomelidae</i>	10	10	10
42. <i>Chrysomelidae</i>	10	10	10
43. <i>Chrysomelidae</i>	10	10	10
44. <i>Chrysomelidae</i>	10	10	10
45. <i>Chrysomelidae</i>	10	10	10
46. <i>Chrysomelidae</i>	10	10	10
47. <i>Chrysomelidae</i>	10	10	10
48. <i>Chrysomelidae</i>	10	10	10
49. <i>Chrysomelidae</i>	10	10	10
50. <i>Chrysomelidae</i>	10	10	10
51. <i>Chrysomelidae</i>	10	10	10
52. <i>Chrysomelidae</i>	10	10	10
53. <i>Chrysomelidae</i>	10	10	10
54. <i>Chrysomelidae</i>	10	10	10
55. <i>Chrysomelidae</i>	10	10	10
56. <i>Chrysomelidae</i>	10	10	10
57. <i>Chrysomelidae</i>	10	10	10
58. <i>Chrysomelidae</i>	10	10	10
59. <i>Chrysomelidae</i>	10	10	10
60. <i>Chrysomelidae</i>	10	10	10
61. <i>Chrysomelidae</i>	10	10	10
62. <i>Chrysomelidae</i>	10	10	10
63. <i>Chrysomelidae</i>	10	10	10
64. <i>Chrysomelidae</i>	10	10	10
65. <i>Chrysomelidae</i>	10	10	10
66. <i>Chrysomelidae</i>	10	10	10
67. <i>Chrysomelidae</i>	10	10	10
68. <i>Chrysomelidae</i>	10	10	10
69. <i>Chrysomelidae</i>	10	10	10
70. <i>Chrysomelidae</i>	10	10	10
71. <i>Chrysomelidae</i>	10	10	10
72. <i>Chrysomelidae</i>	10	10	10
73. <i>Chrysomelidae</i>	10	10	10
74. <i>Chrysomelidae</i>	10	10	10
75. <i>Chrysomelidae</i>	10	10	10
76. <i>Chrysomelidae</i>	10	10	10
77. <i>Chrysomelidae</i>	10	10	10
78. <i>Chrysomelidae</i>	10	10	10
79. <i>Chrysomelidae</i>	10	10	10
80. <i>Chrysomelidae</i>	10	10	10
81. <i>Chrysomelidae</i>	10	10	10
8			

100

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG30/16 09 40

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
LINE#	:	:	:	:	:	:	DATE	DATE	:	:	:	SPTS:

AGENCY ADVERTISER CODE = 163 AGENCY EST# = 4781  
AGENCY PRODUCT CODE = 173

21	S	1000P-1100P	30	\$2,750.00	9/21	0	WED	0
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PROGRAM : CODE BLACK
CON COM1 : CODE BLACK
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22	A	600P-630P	30	\$2,000.00	9/20	1	TUE	1
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PROGRAM : NEWSCENTER 7  
ORD COM1: SPOT NA DUE TO PROGRAM CHANGE PLEASE ADVISE ASAP  
THIS IS A MAKE-GOOD FOR SEP21 ON LINE-21 FOR 1 SPOT/WK

REP HEADLINE# 8251364 TRF# 119459  
\$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP AUG30/16 09.40  
\*\*\*CHANGES\*\*\* \*\* WHIO-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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23	A		1230P-400P	30		\$750.00	9/20	9/20	1		TUE	1
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PROGRAM : AFTERNOON ROTATOR  
ORD COM1 : SPOT NA DUE TO PROGRAM CHANGE PLEASE ADVISE ASAP  
PART OF A MAKEGOOD MADE UP OF LINES 22-23  
STATION MAKEGOOD OFFERS:  
M1 OK'D BUY#21 MISSED:WED/1000P-1100P SEP21 30S \$2,750.00 (AUG25/16)  
OFFER:TUE/600P-630P SEP20 30S \$2,000.00 PLS ADVISE.  
& TUE/1230P-400P SEP20 30S \$750.00

SEP/16	70200.00	OCT/16	\$ .00	CONTRACT TOTAL 70200.00								
				TOTAL SPOTS 52								

MARKET TOTALS \$113,225 WHIO 62% WDTN 21% WKEF 7% WRGT 6% CABL 0% WBDT 4%  
SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE